

Welcome!



Event Agenda

- I. Welcome
- II. Pre-Contract Preparation
- III. Contract Attainment
- IV. Contract Duration & Closeout
- V. Resources
- VI. Breakout Rooms

SDOT vision, mission, and values

Vision: Seattle is a thriving, equitable community powered by dependable transportation.

Mission: Our mission is to deliver a transportation system that provides safe and affordable access to places and opportunities.

Committed to 6 core values:

- Equity
- Safety
- Mobility
- Sustainability
- Livability
- Excellence

Introducing...

Christina Guros, Equitable Contracting Advisor
SDOT Office of Equity and Economic Inclusion

Christina comes to SDOT from the City's Office of Immigrant and Refugee Affairs where she worked on citizenship initiatives and policy for Seattle residents. She has spent most of her career in public service and the nonprofit sector, with a focus on increasing rights, access, and influence for immigrants through advocacy, program development, and contracting equity. Christina is a Seattle native who has spent time living in the Bay Area and New York City before settling back in West Seattle, where she enjoys sharing time with her husband, toddler and large dog.

Contracting with the City of Seattle

Pre-Contract Preparation

How do I prepare to work with the City? How do I get started?

Once I have a contract, what requirements and expectations must I meet?

Contract
Duration &
Closeout

Contract
Solicitation
&
Attainment

How can I be competitive for a solicitation / project?



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Pre-Contract Preparation for Primes AND Subs

Common things needed to work with the City – whether Prime or Sub

City of Seattle License

Taxes

WA State License (UBI#)

Correct W-9

OBD Registration

WMBE Status

Federal Debarment Check

Secretary of State
Corporations Registrations



Pre-Contract Preparation for Primes

How to find opportunities

Anticipated Project Lists

Update OBD Registration

Register on ProcureWare

Network & Attend Events

Engage with PMs



Pre-Contract Preparation Summary: Impact for Primes and Subs

PRIMES

- City of Seattle License
- Taxes Verification
- Anticipated Projects Lists
- Register on ProcureWare
- Attend Networking Events (ex. Working with SDOT)
- Engage with PMs

SUBS

- Correct Tax ID #
- OBD Registration
- OBD Rosters
- WMBE Status



Pre-Contract Preparation Further Info

City of Seattle license

http://www.seattle.gov/licenses/get-a-business-license

State UBI



http://bls.dor.wa.gov/file.aspx

OBD Registration



Online Business Directory

WMBE Status



SDOT: Christina Guros

ProcureWare



https://seattle.procureware.com/

Anticipated Project Sheets



www.seattle.gov/transportation/oeei-wmbe

WA Secretary of State



https://ccfs.sos.wa.gov/#/

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Contract Solicitation & Attainment

- Understanding Contract Documentation
- Heightened client awareness
- Know specs manual/industry requirements and manage firm's own knowledge
- What do negotiations look like? What is negotiable, what is not negotiable?
- Inclusion Plan

RFQ / RFP Responses

Availability / Timing

Exposure to City Process



WMBE Inclusion Plan – Consultant Contracts (SMC CH. 20.42)

Contract Number and Title	
Consultant Name	
Consultant Contact Info.	(Name, Phone, e-mail)
Original Submittal Date	
Revision Version Number	
Revision Version Date	

You may add pages or separate pages into a more readable format.

The Seattle Municipal Code (SMC) and the Mayor's Executive Order direct inclusion of women and minority firms in City contracting. This form must be completed in full as part of your solicitation response. Failure to submit the form may result in rejection of your solicitation as non-responsive and your firm rejected from consideration. The information must be consistent with team assignments elsewhere in your solicitation response. During negotiations before contract execution, the City may negotiate scope and teaming; a revised WMBE Inclusion Plan is likely appropriate and becomes the contractually binding version. Carefully read all instructions embedded and on the back of this form. In any event, this form is required for all consultant contracts above \$328,000. If you are responding to a Request for Proposal or a Request for Qualifications above \$328,000 in value, this form will be required with your submittal. If you are working directly with the department and it is not through a formal solicitation process, you will still have a deadline for submittal before the contract is awarded.

1. Aspirational WMBE Goals

In the box below, state the aspirational WMBE goals you intend to achieve for this contract including all phases and amendments. While the goals are aspirational, good faith efforts to develop and achieve goals are mandatory. Goals developed in good faith are considered attainable with good faith efforts. A contract amendment may require revisiting this WMBE Inclusion Plan to consider changes that may affect WMBE utilization (see Instructions). WMBE primes can include self-performance in goals below. Do not provide a range. If you identify Core Work commitments on page 2, this percentage must be no less than the Core Work commitments.

Estimated percentage of the total contract value to Women Owned firms (Firms that are Women Owned and Minority Owned are denoted in the MBE category line below)	[%
Estimated percentage of the total contract value to Minority Owned firms	[] %
Overall Contract Aspirational WMBE Goal	%

Purchasing and Contracting Liz Albeer, Division Director
700 Fifth Ave., 41st Floor | P.O. Box 94687 | Seattle, WA 98124-4687 | 206-684-0444 | seattle.gov/fax

Your WMBETeam. Carefully read Instructions on the back of this form. Requests for proposals or consultant work often include core work that is fundamental to contract performance and proposed value-added discretionary work. Add rows or space as needed.

WMBE Signature: This requires the WMBE sign the Plan or you can simply attach an email to evidence their concurrence. This ensures WMBE firms understand (1) they are listed on your plan, (2) they are in core or non-core work and implications of that; (3) whether the individual or resume is critical to their participation; and (4) they are aware of risks given scope changes made by the City.

Core Work. Identify WMBE firms you selected who agreed to perform core disciplines or functions on your team. WMBE firms listed here <u>must be integrated into your team</u> and on your organizational chart (if one is submitted in your solicitation response). The percentage you name below is the <u>minimum</u> share of total contract value. All WMBE firms named are to be aware of their role and anticipated compensation. Reasons for a Prime to replace the WMBE firms performing Core Work as key personnel under the contract and their intended share of such work is restricted by a list of acceptable reasons and City approval (see instructions). The City will preserve WMBE utilization in Core Work for these WMBE firms to the extent practicable.

Name of WMBE Firm	Identify as Women (W) or Minority (M)	Minimum value to this WMBE firm out of the total spend	Describe tasks and which project phase each task is within	If WMBE firm utilization depends upon a particular resume, list those individuals below	Signatur e of VVMBE Firm
		%			
		%			
		%			
		%			
Aspirational Goal (page 1)	%	% TOTAL			

.

Non-Core Work (Value-Added Functions). Identify work that is value-added and/or not part of the core scope required by the City solicitation.

Name of WMBE firm	Identify asWomen (W) or Minority (M)	Describe task and which project phase each task is within.	If WMBE firm utilization depends upon a particular resume, list those individuals below	Signature of WMBE Firm

Past Performance

Using whatever space you need to fully do so, describe the strategic model you have for integrating WMBE firms, which evidences likely success in doing so for this contract including how you intend to engage WMBE firms. Please identify at least3 projects of a similar nature as this project by name including name of owner and for each and as to each, list the percentages of utilization of WMBE firms based on total value of the contract and the total final amount of the contract including all amendments. State the total that was spent.

Inclusion Strategies

Using whatever space you need below to do so, answer each of the following.

- A. Describe the partnership you have with the WMBE firms on your team, whether you teamed in the past, how substantive their role is, and whether they are decision-makers and leaders on your team.
- B. Describe strategies you use to assure consideration of WMBE firms for team assignments not yet made or that result from contract or team changes.
- C. A City objective is to strengthen WMBE firm's capabilities and experience, making them increasingly competitive. Describe specific strategies your team will employ to achieve this goal. Do not limit your response to formal mentoring programs.

4

INSTRUCTIONS

Complete and submit this WMBE Inclusion Plan within your submittal. The City evaluates and scores your Plan during selection.

The Plan must reflect responsible good faith efforts for successful inclusion of WMBE firms. The City may clarify or request information during evaluation. The City may negotiate with the highest ranked Consultant to improve the Plan or accommodate changes necessary to meet City business needs. The agreed-upon Plan becomes material to the contract. Thereafter, changes require City approval as described below.

Definitions:

Aspirational Goals:

Total percentage anticipated by the Prime to spend with WMBE firm(s) out of the total contract spend including all amendments and phases. The Total Aspirational Goal reflects serious intent the Consultant can reasonably and realistically achieve given good faith efforts in determining

and pursuing the goal.

Core Work:

Base scope of work, functions and disciplines that the Consultant Team must perform given the

description of intended scope of work given by the City.

Non -Core Work:

Work that has potential for being added to the contract scope, but not necessarily dictated or

required by the City's solicitation. This work is more vulnerable to budget constraints,

negotiations over scope, and/or phased decisions.

Total Contract Spend: WMBE:

The full dollar value of the contract as negotiated and amended, including all work and expenses. WMBE firms are State certified or self-identified (at least51% woman or minority owned per

SMC 20.42). AWMBE shall self-register at:

http://www.seattle.gov/html/business/contracting.htm

Scoring Criteria

Points are awarded for good faith responses that evidence:

- Responsible, sincere good faith efforts to develop aspirational goals that are meaningful.
- WMBE firms integrated into your team and within core work
- WMBE firms integrated within value-added work opportunities
- Evidence of effective mentoring, training, or capacitybuilding.
- Strategies that assure WMBE utilization in all likely phases
- Evidence of strong past performance using effective models

Expectations

- Consultants are encouraged to provide meaningful aspirational goals that are similar or better than past
 performance on similar work. Consultants can seek guidance from departments and also refer to the City utilization
 reports: http://www.seattle.gov/purchasing/wmbereports.htm.
- 2. Consultants of all tiers are responsible to understand that contract value, scopes and teams are subject to negotiations and changes initiated by the City. This includes such decisions as launching or aborting phased work, negotiations that reduce budget, changes to create efficiencies, or changes to improve project expertise in City opinion. All consultants should expect that changes to their project role may result, up to and including completely removing afirm from the project. City Project Managers commit to preserve the role and value of all WMBE firms on the team, yet will still make changes as needed in the City interests.
- 3. Specific expertise for a project as provided by individuals named to the team is also subject to City approval. The expert often needs to be someone who has expertise, experience, and/or even past relationships that create a strong confidence for the City. It is common for individuals to be named onto the team either to fulfill a role or because of their individual resume. The Plan expects the consultant to identify any individuals that are compelling because of their resume, so there is clear understanding for the WMBE firm that the resume (i.e. individual expert) is critical and substitutions place the role of the WMBE firm at risk.
- 4. Any consultant shall have an opportunity to propose a substitute if the named individual withdraws from the project. Such substitutes could be rejected, and the Consultant in turn may lose the associated scope of work.



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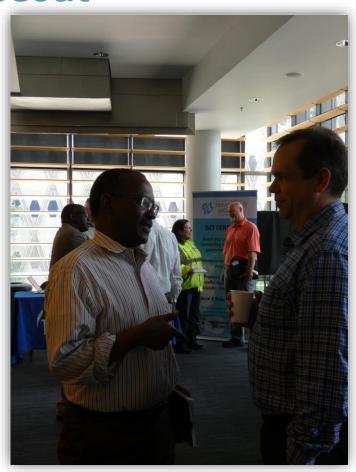
Contract
Solicitation
&
Attainment

How can I be competitive for a solicitation / project?



Contract Duration & Closeout

- Managing and overseeing your own & your subs' work
- Submitting timely invoices to City
- Relationship with PM
- Developing relationships with subs
- Managing WMBE goals
- Compliance & B2GNow
- Paying subs promptly
- Closeout evaluation



Invoice Checklist & Sample Invoice

Invoice Review Checklist

The City intends to pay you promptly. Below is a checklist to ensure your payment will be processed quickly. Provide this to the best person in your company for ensuring invoice quality control. Send the invoices to the correct address: City Department Address/Invoice Recipient: Validate that the time period for services performed is within the Contract Begin Date and Ensure invoice items have not been previously billed or paid, given the time period for which services were performed. Ensure enough money remains on the contract (including amendments), to pay the invoice. Ensure the Labor Rates match the most current approved rate sheet. Ensure the Overhead Rate and Fee used in calculating personnel costs match the most current approved rate sheet. Ensure the Direct Charges on the invoice are allowable by contract. Eliminate unallowable costs (e.g. Traveling Business or First Class, Alcoholic Beverages, etc.) Verify that personnel named are explicitly allowed for within the contract or most current approved rate sheet. Ensure WMBE utilization is provided to the City and/or entered into the City on-line system. Check the math. Ensure back-up documentation is adequate and complete. Verify invoice number and make sure it is not a duplicate or previously submitted. Duplicate invoices will confuse and delay your payment. Contact the City if you think a duplicate invoice is needed, before you send one.

Definitions

- Services: Deliverables or work performed by the consultant including analysis, advice, recommendations, report preparation, design development, and other specialized services.
- Direct Charges: Non-Salary expenses that are necessary and directly applicable to the work required by the contract, for example, Travel & Per Diem, Reproduction Expenses, Office Supplies, and Subconsultants, and other reimbursables.
- . Contract End Date: The date the contract expires. Consultants may not work after this date.



Sample Invoice

Consultant Contract Invoice By Task

☐ This is original invoice

☐ This is a duplicate invoice

Date Invoice Sent to City

Date

Consultant Name Contract Number

Consultant Name Contract #

Contract Title:

Contract Title

Work Authorization #

Work Authorization Title:

Period Covered By Consultant Invoice No. Consultant Project #

Consultant Project Rep Phone #

Email

City Project Manager

If Applicable If Applicable

Month/Day/Year to Month/Day/Year

######### If Applicable

First Name Last Name (Area Code) ###-####

Name@Company.com

Name of City PM

Mail original hard-copy invoice to:

City of Seattle Mailing Address Street Address, Suite # City, State Zip

Phone:

For City

Date Invoice Received:

Consultant Mailing Address Street Address, Suite # City, State Zip

Consultant Remittance Address

Street Address, Suite # City, State Zip

Consultant Billing Office:

Phone Email

Task # - Task Title

Salary Costs				
Personnel	Classification		Raw Rate	Current Invoice Total
		0	0.00	0.00
		0	0.00	0.00
		0	0.00	0.00

Subtotal Raw Rates Salary Costs This Task 0.0%

0.0%

Total Direct Salary Costs This Task

Direct	Non-Salary Costs		
ltem	Expense Category (List Subconsultants Separately)	Notes	Current Invoice Total
1	Travel & Per Diem		
2	Reproduction		
3	Communication		
4	Sampling & Testing		
5	Sub-Consultants		
6	Other		

Subtotal Direct Non-Salary Cost This Task

Task # - Task Name Total Amount Due

Task # - Task Name

Salary Costs				
Personnel	Classification	Hours	Raw Rate	Current Invoice Total
		0	0.00	0.00
		0	0.00	0.00
		0	0.00	0.00
·	E-channel Davi	. Dansa Calaus	Contact This Tools	•

Overhead 0.0% 0.0% **Total Direct**

Salary Costs

Sample Invoice (Continued)

Direct	Non-Salary Costs		
Item	Expense Category	Notes	Current Invoice Total
1	Travel & Per Diem		
2	Reproduction		
3	Communication		
4	Sampling & Testing		
5	Sub-Consultants		
6	Other		
		Subtotal Direct Non-Salary Cost	\$

Task # - Task Name Total Amount Due -

Task # - Task Name

Salary Costs				
Personnel	Classification	Hours	Raw Rate	Current Invoice Total
		0	0.00	0.00
		0	0.00	0.00
		0	0.00	0.00
				\$
	Subtotal Rav	v Rates Salary (osts This Task	-

Subtotal Raw Rates Salary Costs This Task

Overhead 0.0%

Fee 0.0%

Total Direct
Salary Costs This

Direct	t Non-Salary Costs	•	•
Item	Expense Category	Notes	Current Invoice Total
1	Travel & Per Diem		
2	Reproduction		
3	Communication		
4	Sampling & Testing		
5	Sub-Consultants		
6	Other		
		Subtotal Direct Non- Salary Cost This	\$

Task # - Task Name Total Amount Due	\$ -
Total Amount Due This Invoice (Summary of All Tasks)	

Contract Compliance Overview on City Projects

Prompt Payment to Consultant

• Payment of an invoice will be issued and mailed to the Consultant within thirty (30) calendar days of receipt of the invoice.

Prompt Payment to Subconsultants

• Payment of an invoice will be made to a subconsultant within thirty (30) calendar days of receipt by the consultant. The consultant may establish a monthly cut-off date of (to be established by the Prime) that subconsultants must submit an invoice in order to assure 30-day payment.

Subconsultant Payments Reporting Requirements

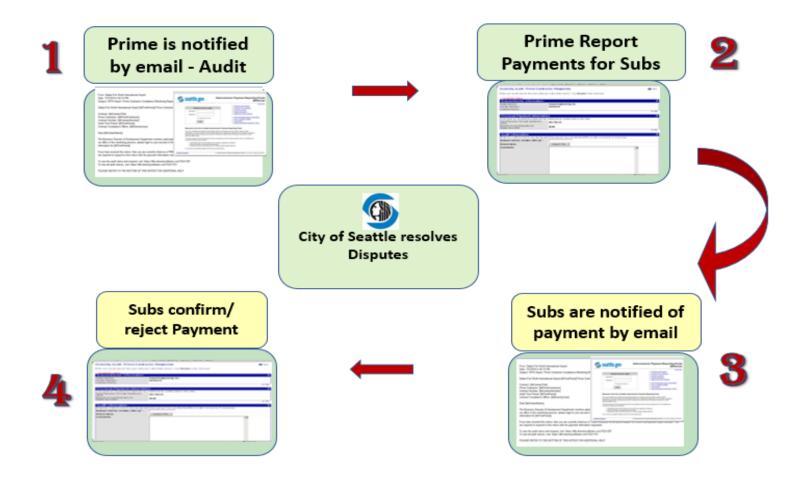
 The consultant will report payments made to each subconsultant through B2GNow at: https://seattleconsulting.diversitycompliance.com/

Subconsultant Reporting System B2GNow

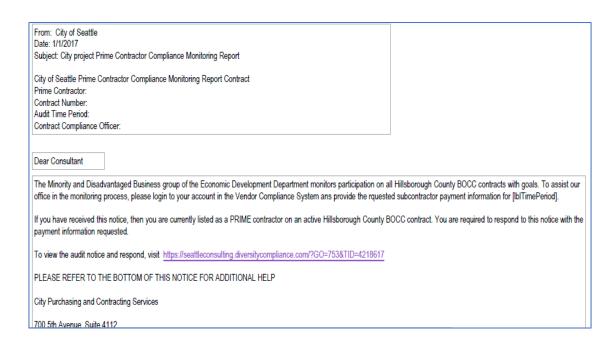
Key features and Benefits

- Online and automated tracking of WMBE utilization
- Real—time payment reporting and verification
- No cost to consultants
- Multiple user accounts
- Progress payment reporting for each subconsultant

Contract Compliance Process - B2GNow



Email Reminder To Prime

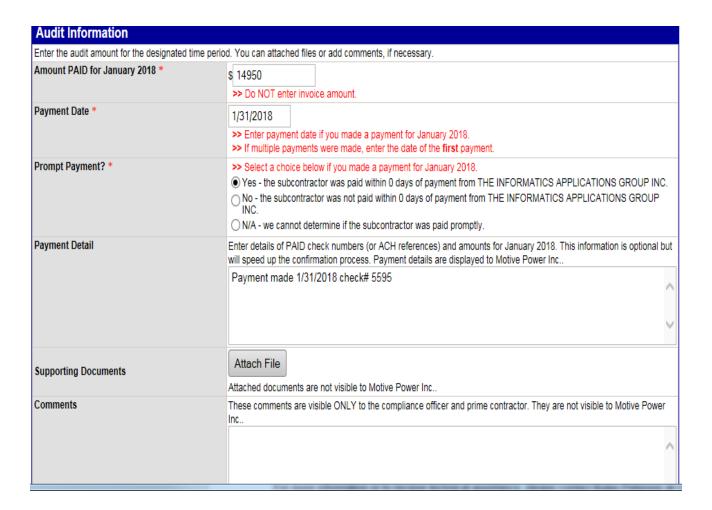


A monthly reminder is sent for each reporting period.

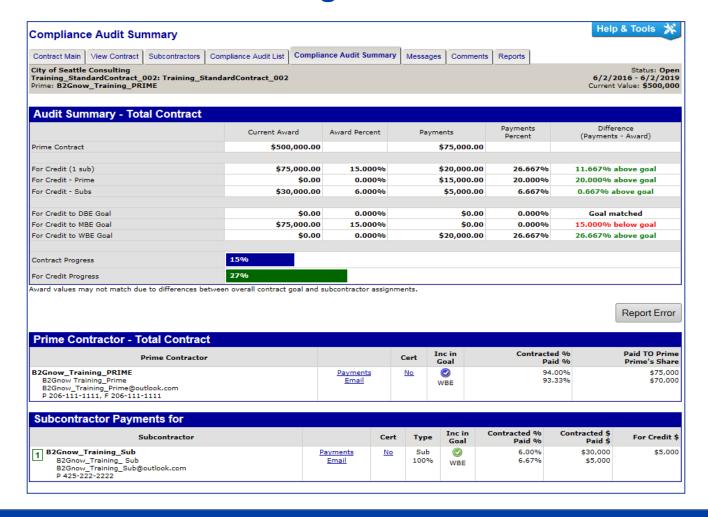
The email includes a link which will take the consultant directly to the report that is due.



Prime reporting a payment to a Subconsultant



Prime Consultant Report Tracking WMBE Goal



Performance Evaluation



Performance Evaluation for Consultant Services - SMC 20.50.080

Completed evaluations are retained in department contract files and may be posted for City staff.

Consultant Name:	Solicitation Typ Direct	Roster Advertised	Other		
Consultant Project Manager Name		Project Title			
		Agreement Nun	nber		
Date Agreement Executed	Type of Work Study Des	ign Engi	neering Training	Other	
Original Agreement Amount	Total Amendment Amoun	its	Total Agreement Amount		
End Date			Total Amount Paid		
Brief description of work					
If your project required an Inclusion Plan:					
WMBE Goal per Inclusion Plan	WMBE Actual Performan	ce	Total WMBE Dollars Paid		
	Score		Description		
Scoring Criteria: Select from the score ranges and	 Satisfactory 		nt, exceeding performance typically	seen from	
descriptions listed to the right for all areas		consultants in th		det	
evaluated for each consultant.		performance.	Acceptable to good performance, similar to typical consultant performance.		
	 Unsatisfactory 		Difficult and/or low performance, inadequate and below expectations.		
				I	
		Comment		Satisfactory? Y/N	
Consultant was cooperative and responsive	e during negotiations.	Comment	:	Satisfactory? Y/N	
Finished within budget, including amendme reasonable direct, non-salary expenses.	ents. Appropriate level of effor				
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Contract Duration & Closeout Summary: Impact for Primes and Subs

PRIMES

- Invoice SupportDocumentation
- WMBE Reporting
- Address RFQ / RFP needs
- Understanding Negotiations
- Understanding Scope & Timing changes
- Liability

- Prompt Payment
- Correct Tax ID #
- Complete Invoice Support Documentation
- B2GNow

SUBS

- Cut-off Dates for Prime
- Invoice SupportDocumentation forPrime



Resources

Resources

 City of Seattle Finance & Administration Services (FAS) Purchasing and Contracting Website

http://www.seattle.gov/city-purchasing-and-contracting/social-equity/wmbe

 The Consultant Connection Blog http://consultants.seattle.gov/category/bids-proposals/

SDOT WMBE Program Website
 http://www.seattle.gov/transportation/oeei-wmbe

City of Seattle Online Business Directory (OBD)

http://www.seattle.gov/city-purchasing-and-contracting/online-business-directory

 Daily Journal of Commerce https://www.dic.com

ProcureWare

https://seattle.procureware.com/

 Northwest Mountain MSDC Technical Assistance Program

www.nwmmsdc.org/tas-seattle

 Washington Procurement Technical Assistance (PTAC) Center

https://www.washingtonptac.org

 Northwest Small Business Transportation Resource Center (SBTRC)

https://www.transportation.gov/osdbu/nw-sbtrc

Minority Business Development Agency (MBDA)
 https://www.mbda.gov/businesscenters/tacoma

 Washington State Office of Minority and Women's Business Enterprises (OMWBE)

http://omwbe.wa.gov/

Questions?

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